



Willamette Valley MLS

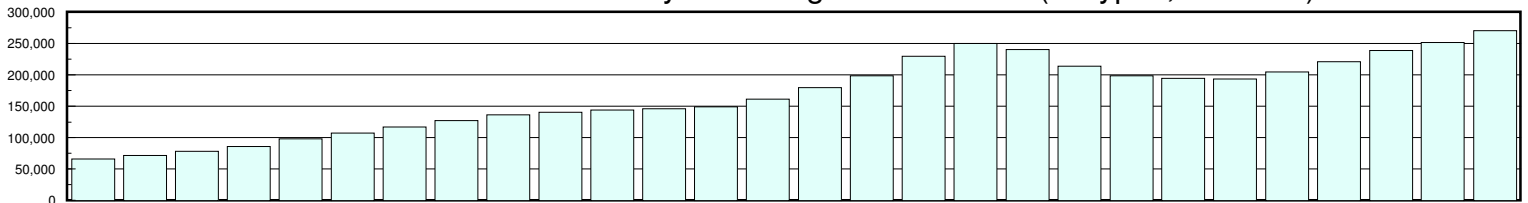
July 2017

Valley Real Estate Review

	Active Offices	Combined Sales Force	Total Listing Issued	Total Annual Sales	Total Annual Dollar Volume
2007	505	2,194	18,425	8,899	2,226,574,295
2008	481	1,898	16,957	5,954	1,433,604,120
2009	493	1,725	14,807	5,869	1,257,251,311
2010	484	1,607	14,870	5,772	1,149,297,552
2011	456	1,433	11,783	5,788	1,127,525,552
2012	461	1,417	11,654	6,541	1,266,808,552
2013	463	1,471	12,465	7,590	1,555,464,240
2014	457	1,597	12,867	7,908	1,751,100,072
2015	474	1,803	13,914	10,071	2,409,748,596
2016	502	2,063	14,486	10,991	2,766,313,799
2017 year to date	536	2,278	8,671	6,249	\$1,690,835,673

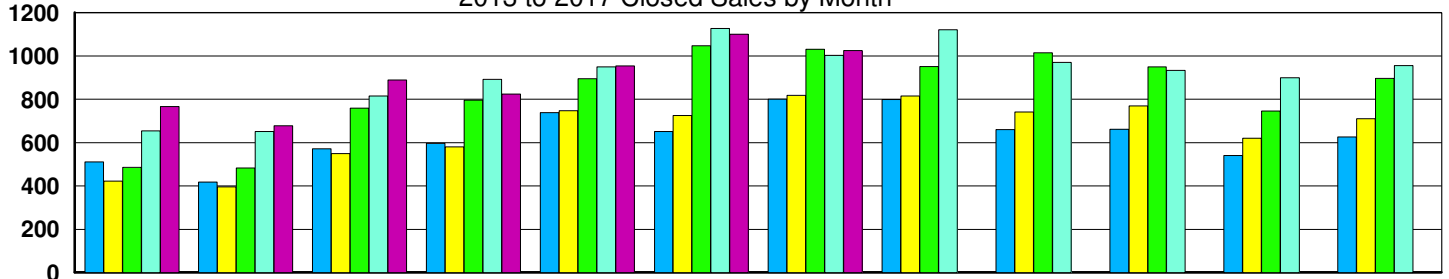
	2016	2017	% of Change
Active Listings	3,361	2,889	-14.04%
Months of Inventory	3.70	3.16	-14.59%

1990 to 2017 ytd Average Sales Prices (all types, all areas)



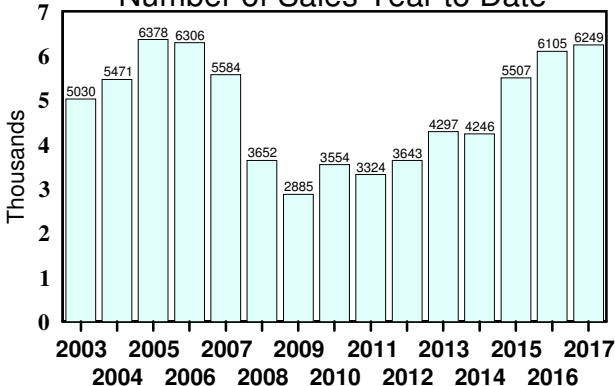
Year	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Price	66,718	72,002	78,723	86,339	98,379	107,670	117,470	127,493	136,601	140,886	144,482	146,282	149,460	161,637	179,917	198,908	230,064	250,205	240,780	214,219	199,116	194,804	193,672	204,936	221,434	239,276	251,689	270,577

2013 to 2017 Closed Sales by Month



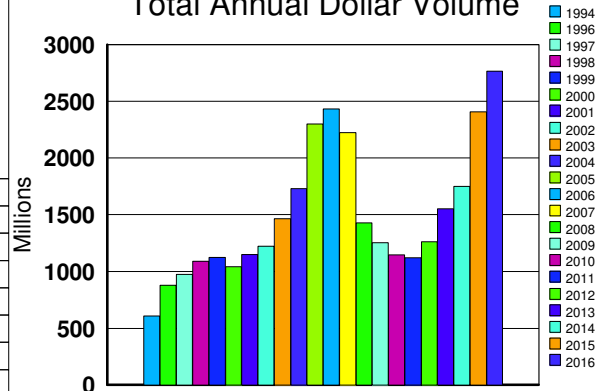
	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC
2013	512	419	573	599	739	653	802	800	661	663	542	627
2014	423	397	550	582	748	727	819	817	742	770	622	711
2015	487	484	762	798	896	1048	1033	952	1016	951	747	898
2016	656	653	816	894	951	1129	1006	1122	971	935	901	957
2017	768	681	890	826	956	1101	1027					

Number of Sales Year to Date

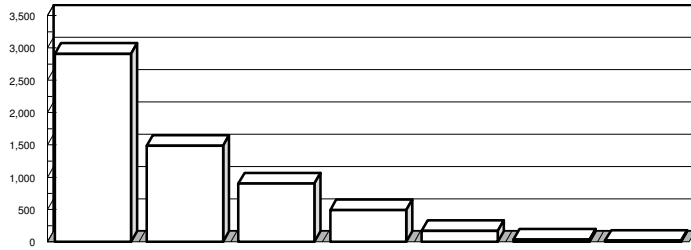


Year	Percent Increase/Decrease From Previous Year
2009	-21.00%
2010	23.19%
2011	-6.47%
2012	9.60%
2013	17.95%
2014	-1.19%
2015	29.70%
2016	10.86%
2017	2.36%

Total Annual Dollar Volume

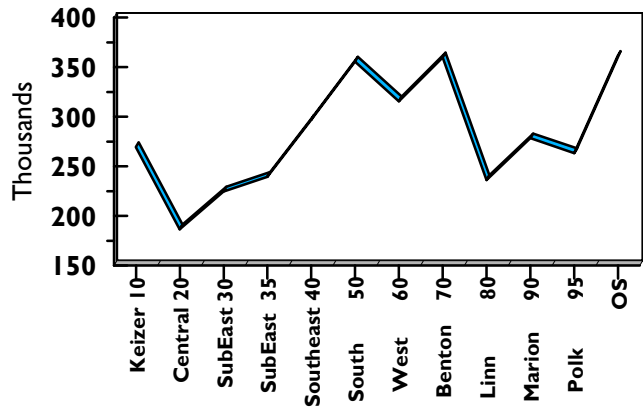


Top Sales Terms 2017 Year to Date



CNV	CSH	FHA	VA	USDA	1TD	LSC
2,913	1,487	904	491	170	39	21

Residential Average Sales Prices by Area Year to Date



% Chg = Percent of
change from previous
year

Residential Average Sales Prices by Area

AREA	2013	% Chg 12/2013	2014	% Chg 13/2014	2015	% Chg 14/2015	2016	% Chg 15/2016	2017 Year to Date
Keizer 10	\$200,691	13.24%	\$213,451	6.36%	\$228,235	6.93%	\$256,083	12.20%	\$269,601
Central 20	121,602	20.27%	141,510	16.37%	145,819	3.05%	168,057	15.25%	186,580
SubEast 30	152,181	15.56%	162,746	6.94%	187,193	15.02%	209,396	11.86%	224,679
SubEast 35	165,920	7.00%	183,966	10.88%	201,911	9.75%	229,343	13.59%	239,471
Southeast 40	216,998	11.27%	229,231	5.64%	256,625	11.95%	284,586	10.90%	296,888
South 50	261,056	6.65%	264,105	1.17%	301,696	14.23%	322,094	6.76%	355,688
West 60	231,284	13.82%	235,298	1.74%	252,158	7.17%	277,550	10.07%	315,688
Benton 70	281,489	3.93%	288,705	2.56%	313,218	8.49%	335,478	7.11%	359,989
Linn 80	169,823	7.89%	178,928	5.36%	202,488	13.17%	211,254	4.33%	236,236
Marion 90	198,411	1.68%	222,347	12.06%	249,230	12.09%	271,827	9.07%	278,694
Polk 95	195,440	7.63%	207,252	6.04%	235,510	13.63%	250,752	6.47%	263,278
Total Average	\$215,207	9.32%	\$227,879	5.89%	\$245,098	7.56%	\$263,415	7.47%	\$282,290

July 2017



New Construction Statistics

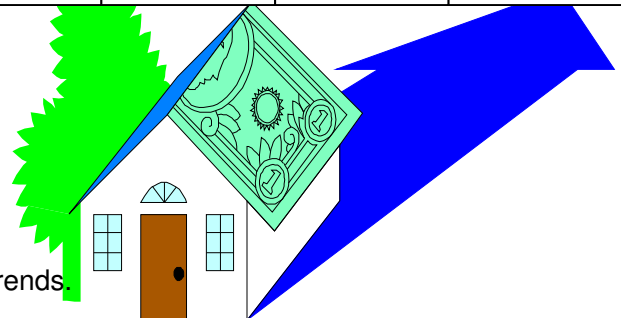
A member owned cooperative MLS Since 1949

New Construction Residential	Area 10 Keizer	Area 20 Central Salem	Area 30 Suburban NE	Area 35 Suburban SE	Area 40 SE Salem	Area 50 South Salem	Area 60 West Salem	Area 70 Benton County	Area 80 Linn County	Area 90 Marion County	Area 95 Polk County
Units Sold 12 Mos to date	45	2	11	2	66	56	47	71	169	57	83
Average Sales Price	\$349,204	\$246,500	\$238,643	\$243,150	\$390,808	\$378,506	\$328,389	\$342,248	\$282,039	\$340,952	\$293,577
Average Square Footage	2,219	1,527	1,505	1,623	2,148	2,202	2,029	2,120	1,841	2,122	1,755
Average Cost per Square Foot	\$157.00	\$162.00	\$159.00	\$149.00	\$184.00	\$173.00	\$164.00	\$164.00	\$151.00	\$162.00	\$169.00
Average Day on the Market	242	78	102	80	149	177	160	116	175	149	172
Currently Active Listings	3	2	3	0	30	18	18	24	72	30	13

New Construction Residential	Sales 2013	Sales 2014	Sales 2015	Sales 2016	Sales 2017 Year to Date	Currently Active	Currently Pending
Units	518	631	712	586	378	223	60
Average Price	\$233,900	\$248,308	\$267,239	\$305,337	\$327,867	\$407,422	\$362,046
Average Square Footage	1,826	1,888	1,926	1,990	1,961	2,234	2,178
Average Cost per Square Foot	\$128.00	\$132.00	\$139.00	\$153.00	\$168.00	\$184.00	\$170.00
Average Days on the Market	142	145	147	164	171	84	61



Equal Housing Opportunity

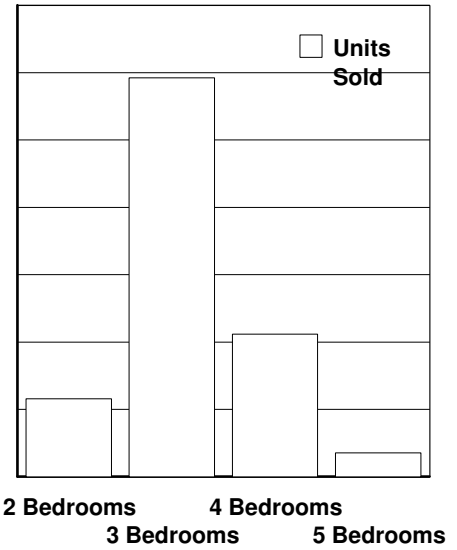


Many factors contribute to fluctuations in data - users should analyze over an extended period to ascertain market trends.

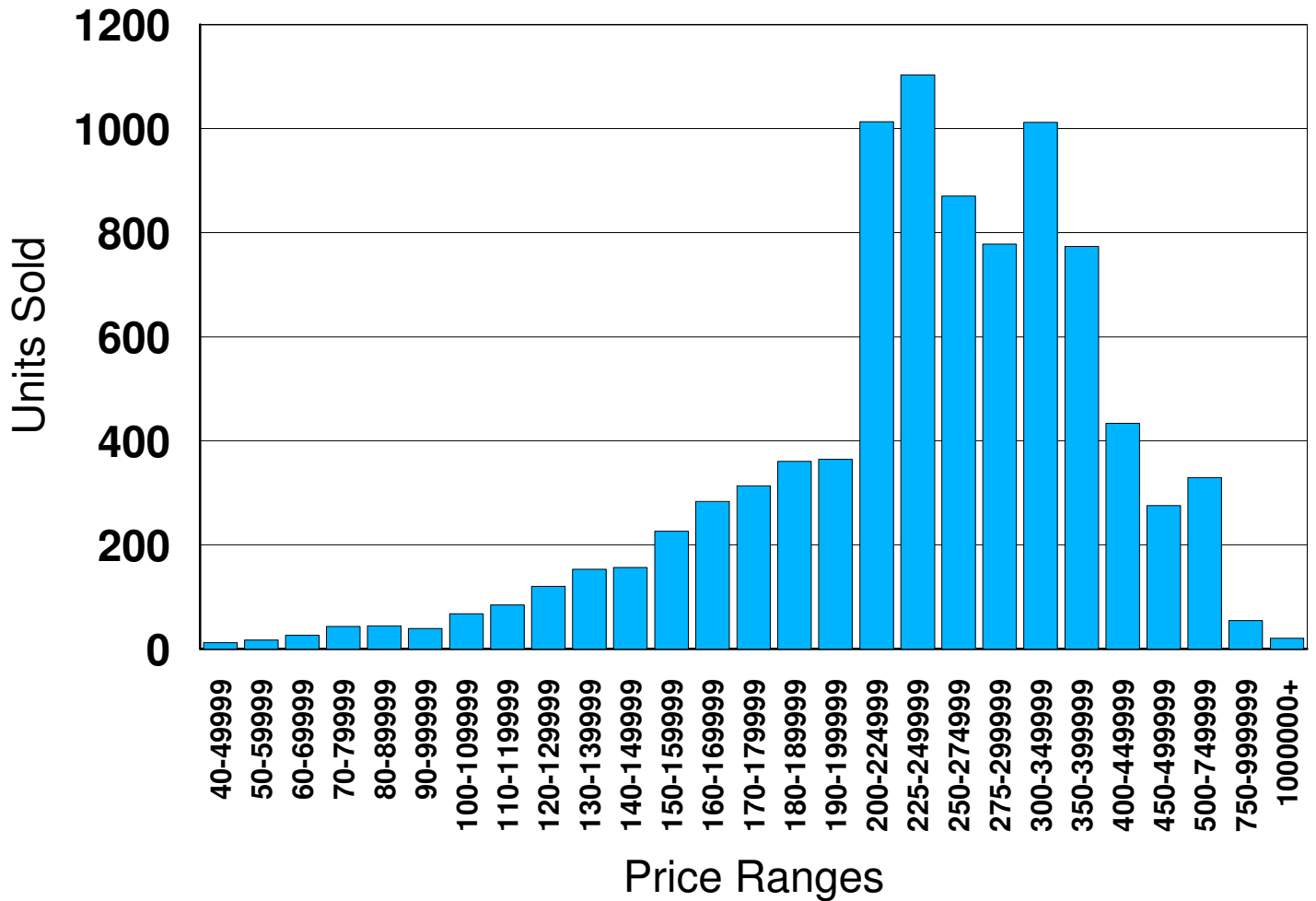
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Residential Sales by Number of Bedrooms

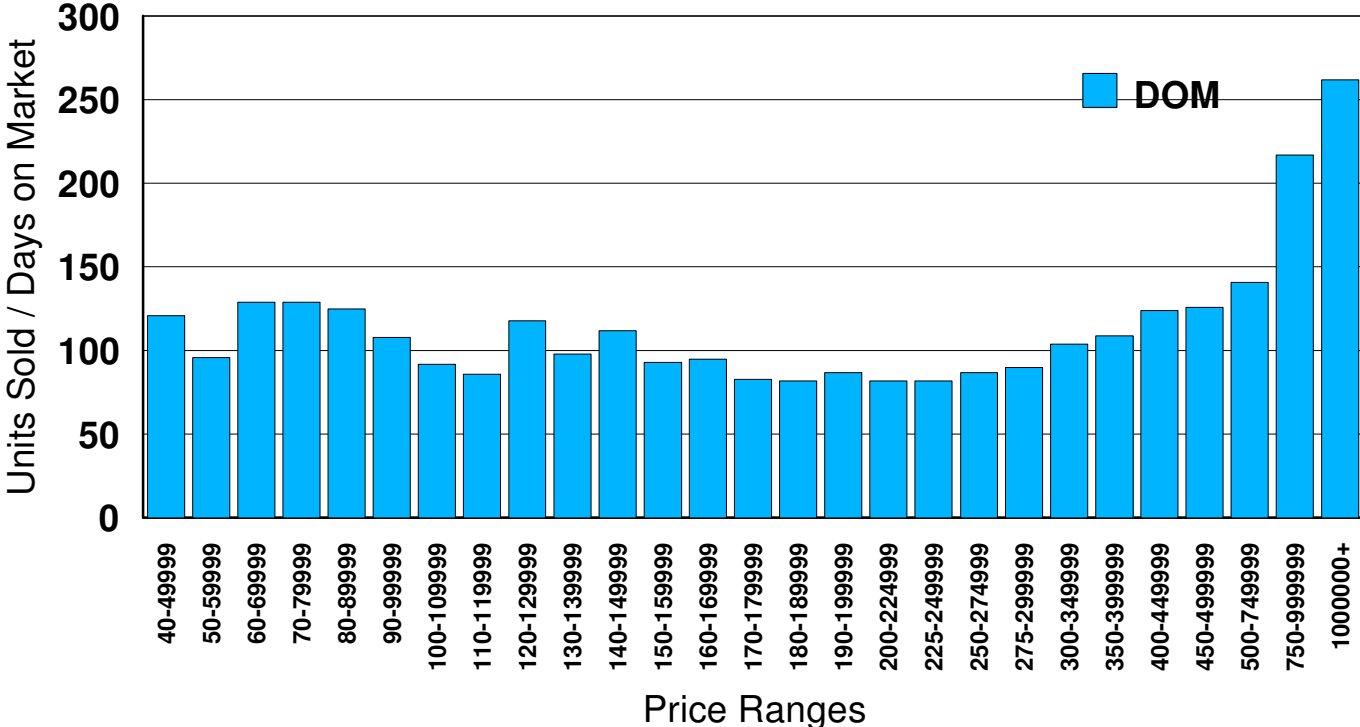
	2 Bedrooms	3 Bedrooms	4 Bedrooms	5 Bedrooms
Number Sold 12 Months	1,160	5,927	2,121	361
Average Sales Price	\$182,231	\$259,132	\$334,857	\$394,624
Average Square Footage	1,148	1,625	2,303	2,941
Average Cost per Square Foot	\$158.00	\$159.00	\$147.00	\$136.00
Days on Market	89	92	112	117
Active on the Market	158	846	501	142



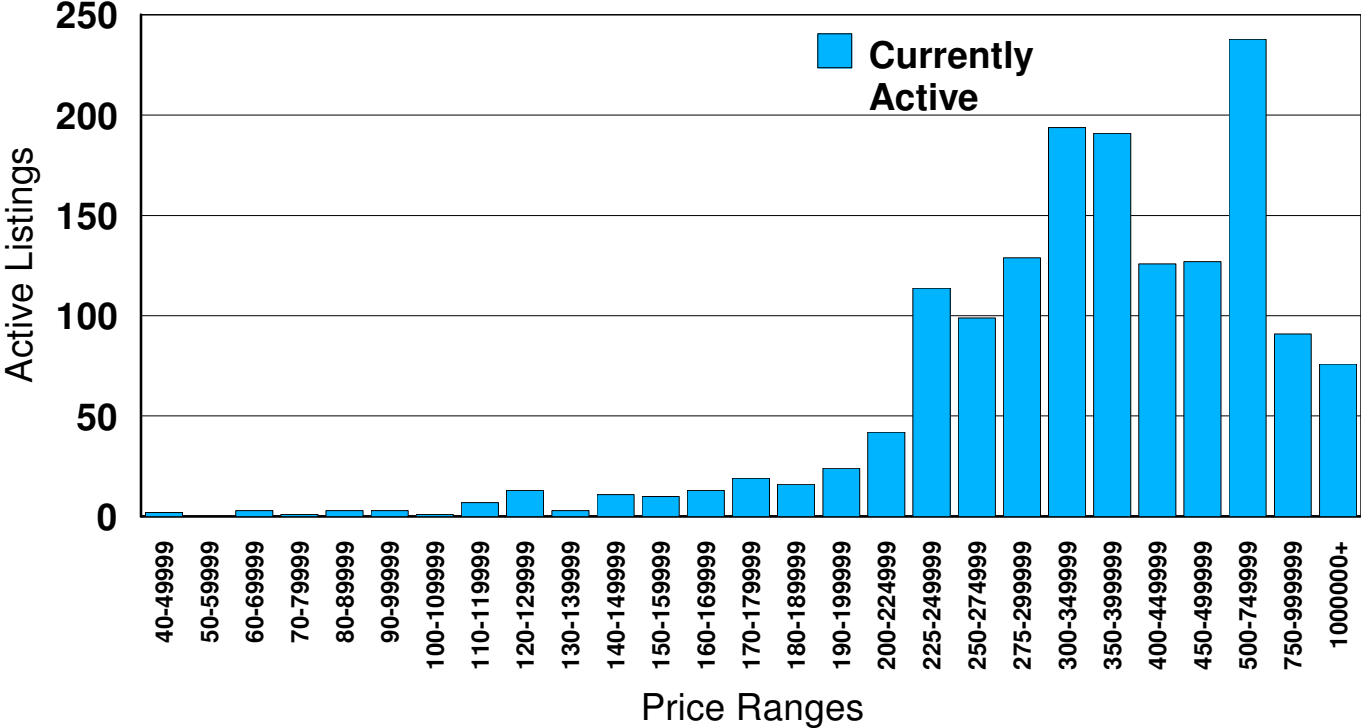
Residential Sold Listings by Price Range 12 Mos



Residential Listings by Price Range - Days on the Market



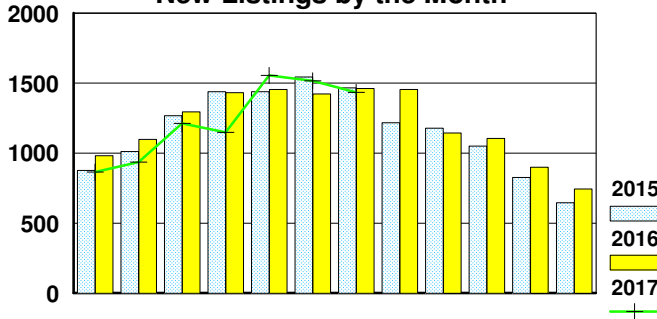
Active Residential by Price Range



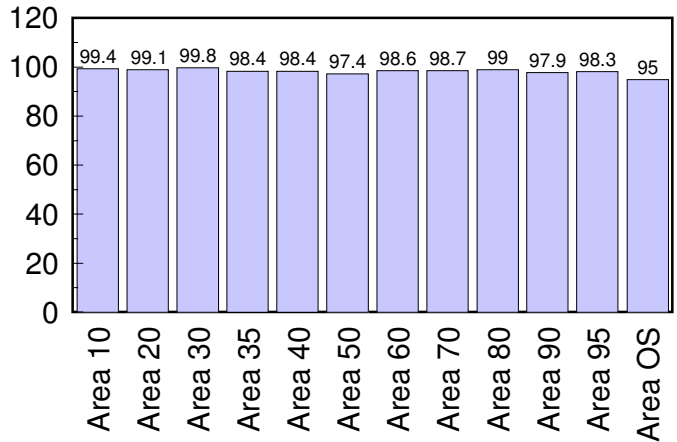
Residential Sold Price Analysis

AREA	2015 Units Sold	2015 Dollar Volume	2016 Units Sold	2016 Dollar Volume	2017 Units Sold Year to Date	Active on the Mkt	2017 Dollar Volume Year to Date	Original Average List Price	Average Sales Price	% Sale to List	Days on the Mkt	Average Square Footage	Price Per Square Foot
10	551	\$125757742	586	\$150065095	332	71	\$89507585	\$270987	\$269601	99.4	93	1738	\$155.00
20	373	54390492	397	66718758	269	35	50190134	188197	186580	99.1	86	1459	128.00
30	361	67576977	407	85224348	235	39	52799759	225126	224679	99.8	84	1525	147.00
35	327	66025111	378	86691869	227	39	543600011	243268	239471	98.4	88	1598	150.00
40	799	205044084	849	241614245	534	163	158538502	301556	296888	98.4	91	1885	158.00
50	402	121281795	457	147197003	278	100	98881318	365085	355688	97.4	121	2231	159.00
60	618	155833656	609	169028281	339	110	107018436	320102	315688	98.6	90	2163	146.00
70	1064	333264639	974	326755832	520	158	187194672	364693	359989	98.7	88	2048	176.00
80	1432	289964103	1831	386806659	987	370	233164960	238548	236236	99.0	97	1613	146.00
90	958	238762627	1056	287049492	612	196	170560985	284591	278694	97.9	93	1726	161.00
95	559	131650554	656	164493696	378	123	99519370	267581	263278	98.3	121	1764	149.00
OS	581	177364326	629	214052749	356	211	128628293	380043	361315	95.0	119	1930	187.00

New Listings by the Month

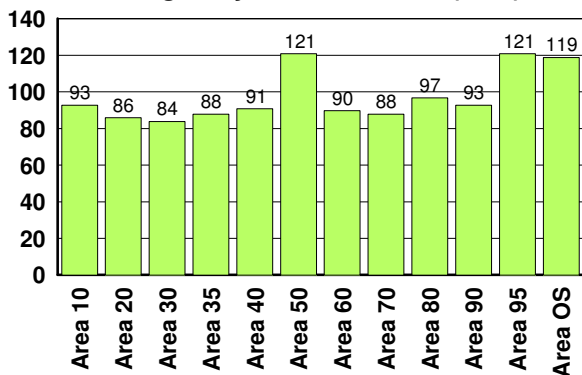


Percent of Sales Price to List Price (YTD)

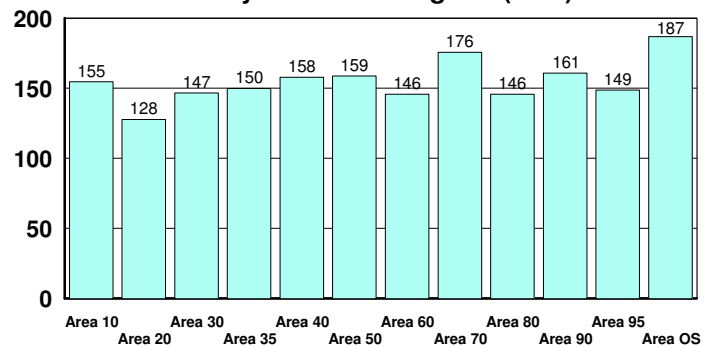


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2015	878	1013	1269	1441	1441	1546	1468	1220	1181	1053	828	649
2016	985	1100	1297	1435	1456	1424	1463	1456	1147	1108	901	746
2017	866	937	1212	1150	1555	1517	1434					

Average Days on the Market (YTD)



Average Sales Price Per Square Foot By Area Including Lot (YTD)





Willamette Valley MLS

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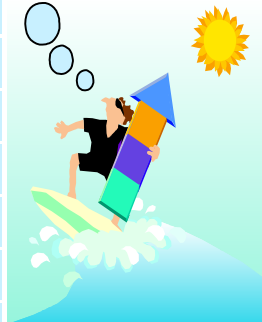
The Statistics presented in this update are compiled by the WVMLS. Statistics reflect sales made by member offices for properties listed in the Willamette Valley, Oregon. Many factors contribute to fluctuations in data. Users of this report should analyze data over an extended period to ascertain market trends. Information is deemed reliable but not guaranteed. Copyright 2017 WVMLS All rights reserved

Executive Vice President/Editor
Jay A. Gordon
We welcome your comments and suggestions.



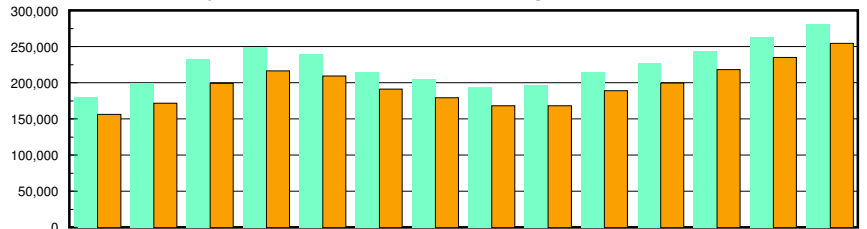
Equal Housing Opportunity

All statistical reports are available on the web at WVMLS.COM



AREAS:	#
Keizer	10
Central Salem	20
Suburban East	30
Suburban SE	35
Southeast Salem	40
South Salem	50
West Salem	60
Benton County	70
Linn County	80
Marion County	90
Polk County	95

2004 to 2017 ytd Residential Average/Median Sales Prices



2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017 ytd
180,172	199,754	232,943	249,203	240,406	215,432	205,406	193,821	196,867	215,207	227,879	245,098	263,415	282,290
156,900	172,400	199,900	217,000	210,000	192,000	180,050	169,000	169,000	189,595	200,350	219,000	235,400	255,100

Factoid: The average new home sold in the Willamette Valley is a 3 bedroom, 2 bath with 1,969 square feet plus a 2 car garage. The average cost per square foot for a new home is \$167.00 including a 6,000 square foot lot.

	Closed Sales	New Listings	Pending Listings	Average Sales Price	% List Price to Sales Price
July 2017	1,027	1,434	1,937	\$277,955	99.45%
Full Year 2016	10,991	14,486	4,940	\$251,689	98.78%
July 2016	1,006	1,463	2,211	\$260,637	99.14%
Full Year 2015	10,071	13,914	5,190	\$239,276	99.04%